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1920 FALL PRICE LIST

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Do You Have My Catalogue?

I am not getting out a new edition of my annual catalogue and cultural guide this season so that there will be no change in the 1921 catalogue. If you do not have a copy of my 1920 catalogue I will be glad to mail you a copy upon request.

Fall or Winter Planting

My hardy Pennsylvania grown nut trees may be safely planted either spring or fall.

Fall Planting has several advantages over spring planting which should not be lost sight of. The ground is usually drier and more friable in the fall and the trees can be planted better. When planted in the fall, the earth becomes well settled about the roots and the trees start growth earlier in the spring as a rule. Another advantage is the long season for fall planting and more time to do the work. In this latitude we plant trees up to Dec. 20th. or 25th. as a rule and it very often happens that we have some open weather in January. Nut trees can be planted at any time they are dormant and the ground is not frozen hard. In freezing weather the roots should be well protected in handling and not exposed to frost however.

Save Money By Ordering Now

Before the war, Pecan and English walnut trees 4 to 5 ft. were sold at \$2.00 each. They are now \$2.50 each, a total advance of only 25 per cent. To make their growing and handling profitable under present conditions nut trees should be selling for double pre-war prices. In order to grow and handle them at all, the price must be advanced at least 50 per cent., or \$3.00 per tree for 4 to 5 ft. trees. Fruit trees are selling at about three times the pre-war prices or an advance of 200 per cent. After due consideration, I have decided to advance the price for spring 1921, 50c. per tree or a total advance of 50 per cent. over old prices. This advance will go into effect January 1st, 1921, but orders for spring delivery, if received previous to that date, will be booked at present prices provided not less than 25 per cent. accompanies the order. Such orders can be shipped any time next spring and not necessarily this fall. By ordering now, one not only saves on the cost of the trees but are much more likely to get what they want. The supply of most nut trees is short and the supply of some at least will all be sold this fall.

Figuring Your Loss on Delayed Planting

I have the names of people in my mailing lists who, seemingly, have been waiting from year to year for the price of budded and grafted nut trees to come down. Had they planted in the beginning the trees would have cost less than now and they might now be getting enough nuts yearly to more than pay the first cost of the trees. I very much doubt if good budded or grafted nut trees can be bought five years from now as cheap as they can be bought today, if indeed they are to be had at any price!

Some people seem to think that in waiting a year to plant a nut or fruit tree they are only losing a year's time. If you are one of these get your pencil and do a little figuring for your self. Let us say that a good budded or grafted nut tree begins bearing one dollar's worth of nuts at five years of age and that it reaches a maximum production of \$40.00 worth at forty-five years. This would be an average increase of one dollar a year on the crop. All right we will take two trees as an example, and we will say that we plant one tree this year and the other next year. Your figures will show that the tree planted this year will not only come into bearing a year sooner than the tree to be planted next year, but that it will yield you an income of \$1.00 more each year for forty years.

Your actual loss then on a year's wait is \$40.00 per tree if you live forty-five years, \$20.00 per tree if you live twenty-five years, or \$10.00 per tree if you live fifteen years. These estimates of returns are taken as an example only and are very conservative. The greater the returns however the greater your loss on delayed planting.

Some Inside Information

Like other propagators of nut trees I have been inclined to the opinion that while some people would be glad to get choice varieties of nut trees which could be secured only by budding or grafting, even though the price was high, any material advance in the prices of these trees, which were already high, would probably deter many from planting them and cut down total sales to a point where it might not be possible to grow and sell them, or at least to make a business of growing them as I have been doing.

I had expected that when the war was over we might return much sooner than now seems likely, to something like pre-war conditions, and that I might be able to absorb the loss due to increased cost of growing and selling these trees under war conditions and to hold pre-war prices or nearly so, but instead of improving, conditions have grown worse and labor and other items that enter into the cost of production has advanced in cost. At old prices I am actually losing money on nut trees now and am faced with the necessity of getting more money for these trees even though the advance in price does cut down sales materially. Unless conditions improve within the next year or two the price of these trees will have to be advanced to \$4.00 each for 4 to 5 ft. trees instead of \$2.50 now or \$3.00 next spring. If the increased prices of nut trees materially reduces sales and makes it necessary for me to again take on the growing of fruit trees, I shall still grow a limited number of nut trees. The growing of fruit trees is not new to me. Before engaging extensively in the growing of nut trees I propagated fruit trees quite extensively. In any event, it is not my intention to quit the nut trees entirely but to grow them for those who may be willing to buy them at a price that will be profitable to grow and handle the trees. The greater the demand however, the cheaper the trees can be grown and sold.

I believe at this time a little educational campaign on the comparative cost of growing nut trees would be helpful because the average person could never quite understand why grafted or budded nut trees were sold at \$2.00 each while apple and peach trees could be had for 20c. or 25c. (old prices). Not knowing anything about the propagation of these trees and not knowing why one tree could not be grown and sold as cheaply as another, the average person naturally does not look with favor on high-priced trees no matter what their actual or comparative value may be. They do not know that it costs two or three times as much to start the trees and grow an acre of nut trees as it does of fruit trees, and that the fruit trees, being much more easily and surely propagated, six or eight times as many budded or grafted trees can be secured from an acre of land. The fruit trees may be easily and cheaply dug with the tree digger, but the nut trees having larger and deeper running roots, must be dug by hand and this is very slow and expensive.

While the public may not understand why nut trees have to be sold so much higher than ordinary fruit trees, they may rest assured that if the nut trees were more profitable to grow than fruit or ornamental trees there would be no lack of propagators of these trees. While I have been practically alone in the propagation of some species of nut trees, several northern nurserymen have been propagating some of the more important species fairly extensively. With only one or two exceptions, these nurserymen have either quit the nut trees or are working off what

stocks they have preparatory to quitting, and are taking on the growing of other lines of stock. The largest propagator of nut trees, besides my self, quit planting nut stocks two or three years ago and is now devoting all his time to the growing of fruit trees which he finds more profitable.

In this connection the following letters are of unusual interest:

Baldwin, N. Y., August 20th, 1920.

Mr. J. F. Jones, Lancaster, Pa.

Dear Mr. Jones: "I was disturbed by the last sentence in your recent letter that you would probably be forced to greatly curtail your propagation of nut trees due to the high cost of growing these trees under present conditions. I feel that it would be a calamity for those interested in nut culture for you to cut your propagation down to a small total as you propose doing, cut out selling costs and depend upon trade that might come your way instead of pushing the business as you have been doing. You should be getting not less than \$3.50 each for good budded or grafted nut trees and I have no doubt at all but that those wanting these trees will gladly pay this price to get them. There is nothing else selling at old prices and while people do not relish paying more for any thing than they have been paying, they really are not expecting to buy things worth while at pre-war prices, as they know they can not be produced at pre-war costs. New members are joining the Nut Growers Association more rapidly than ever before and inquiries for nut trees are more numerous than ever before. One of the largest propagators of nut trees has just written me that he has decided to discontinue the propagation of nut trees and devote his time to his rapidly increasing fruit tree department. As a business man, I must admit the wisdom of HIS course, but what is going to happen if the remaining nut tree propagators quit, or even greatly curtail their output as you are thinking of doing. The price of these trees ought to be advanced so that you can see your way clear to propagate trees to supply the demand. What is to be feared is not that people will not pay \$3.50 per tree, but that they may not be able to get them at all.'

WILLARD G. BIXBY.

NOTE:—Mr. Bixby is Treasurer The Northern Nut Growers Association, and is a man of wide business experience, having only last year retired from the presidency and active business connection with the S. M. Bixby Co., the well known manufacturers and distributors of shoe polishes. Believing firmly in the future of nut growing in the northern states, Mr. Bixby is very active in the work of helping to solve any problems met in the growing of nuts or nut trees and is also doing excellent work in searching for new nuts of special promise, and is traveling extensively in the interest of nut culture at his own expense.

New York, September 14th, 1920.

Mr. J. F. Jones, Lancaster, Pa.

Dear Mr. Jones: "The question of your raising the price of nut trees has just been brought to my attention. I am convinced that you should charge nearly or quite double the prices that were current before the war.

Knowing as I do the difficulties of the work and particularly the trouble of securing men who are at all skilled in this special form of work, I feel that you must raise the price very distinctly in order to do justice to your self and to the subject, which is now on the verge of such new development.

The cost of a grafted or budded nut tree is such a trifling matter when we consider that the cost is returned several times over in a single crop later, that we should not let that stand in the way. Personally I do not believe that raising the price of these trees to where they will be profitable to grow will materially lessen sales. The reason for that is because the kind of men who buy nut trees are the kind of men who know what they are about, for the most part.

If the people who have been waiting from year to year for the prices of nut trees to come down had only planted them when they first thought about it, they might have had their money back and some extra in their pockets by this time."

ROBERT T. MORRIS.

NOTE:—Dr. Morris is very successful in top-working the hickories and other nut trees and has growing on his Connecticut property a fine collection of nut trees and top-worked trees of rare varieties, also many hybrids of his own origination.

Prices of Pecan Trees, either Budded or Grafted.

| | | |
|----|-----------|-----------------------------------|
| 1½ | to 2 feet | \$1.75 each or \$17.50 per dozen. |
| 2 | to 3 feet | 2.00 each or 20.00 per dozen. |
| 3 | to 4 feet | 2.25 each or 22.50 per dozen. |
| 4 | to 5 feet | 2.50 each or 25.00 per dozen. |
| 5 | to 6 feet | 2.75 each or 27.50 per dozen. |
| 6 | to 7 feet | 3.00 each or 30.00 per dozen. |

Varieties: Butterick, Posey, Greenriver, Indiana, Busseron, Niblack, and Marquardt.

Prices of English Walnut Trees, either Budded or Grafted.

| | | |
|----|-----------|-----------------------------------|
| 1½ | to 2 feet | \$1.75 each or \$17.50 per dozen. |
| 2 | to 3 feet | 2.00 each or 20.00 per dozen. |
| 3 | to 4 feet | 2.25 each or 22.50 per dozen. |
| 4 | to 5 feet | 2.50 each or 25.00 per dozen. |
| 5 | to 6 feet | 2.75 each or 27.50 per dozen. |

Varieties: Mayette, Franquette, Rush, Holden, and Lancaster.

Prices of Black Walnut Trees, either Budded or Grafted

| | | |
|----|-----------|-----------------------------------|
| 1½ | to 2 feet | \$1.50 each or \$15.00 per dozen. |
| 2 | to 3 feet | 1.75 each or 17.50 per dozen. |
| 3 | to 4 feet | 2.00 each or 20.00 per dozen. |
| 4 | to 5 feet | 2.25 each or 22.50 per dozen. |
| 5 | to 6 feet | 2.50 each or 25.00 per dozen. |
| 6 | to 7 feet | 2.75 each or 27.50 per dozen. |
| 7 | to 9 feet | 3.00 each or 30.00 per dozen. |

Varieties: Thomas, Stabler, and Ohio.

Prices on Ridenhower Almond Trees, Budded.

| | |
|-------------------|-----------------------------------|
| 4 to 6 feet trees | \$1.00 each or \$10.00 per dozen. |
| 3 to 4 feet trees | 85c. each or 8.50 per dozen. |

Prices on Heart Nut Trees, either Budded or Grafted.

| | | | |
|--------------------------------|--------------|------------------|-------------|
| 5 to 6 feet high | \$3.00 each. | 3 to 4 feet high | \$2.50 each |
| 4 to 5 feet high | 2.75 each. | 2 to 3 feet high | 2.25 each |
| 1½ to 2 feet high \$2.00 each. | | | |

Prices of Filbert or Cob Nut Bushes

Prices of bushes on their own roots, grown from layers:

| | |
|-------------|-----------------------------------|
| 1 to 2 feet | 85c. each or \$8.50 per dozen. |
| 2 to 3 feet | \$1.00 each or \$10.00 per dozen. |
| 3 to 4 feet | \$1.25 each or \$12.50 per dozen. |

Transplanted bushes, very fine, \$2.00 each or \$20.00 per dozen.

VARIETIES

Barcelona: A very large nut. Tree a strong grower, early bearer and very ornamental. One of the finest filberts and considered the most profitable to grow commercially.

English: Nut medium to large size and of splendid quality. One of the best and most reliable filberts, and one of the safest and best to plant generally.

Larger Trees for Quick Results

I have a limited number of fine large transplanted trees of pecan, black walnut, etc., for quick results in early fruiting and ornamental effect. If interested in these please write for further information and special prices.